



"A GOOD LOOKER."

Appearances Have Much to Do with Success in Business.

"Send me a good looker. I don't mean pretty, you know, but one who know how to dresss-the tailor made kind who visits the hairdresser and the manicure. Of course I know it costs, but we are willing to pay for it." This was a telephone message received by a large employment agency from a business man who required the services of a young woman bookkeeper and general office assistant.

A shabby necktie or soiled linen or a cheap, well worn hat may cost you very dear, for it may be a turning point in some one's mind who has been thinking of patronizing you. Business men are keen eyed, very sharps and often influenced by little thing. Many a worthy youth has been sent away when applying for a situation because of some telltale in his dress or manner which made a bad impression.

Young men may so far emphasize the matter of dress that their good appearance is about all there is to them. At the same time appearances have much to do with one's advancement, especially in large cities. In New York it is almost impossible for young men to get a start who are obliged to overcome the handicap of an unfavorable impression. It seems as though New Yorkers would forgive anything quicker than a slovenly or a poverty stricken appearance.—Success Magazine.

Discouraged.

Lovely Fancee-Oh, George, I sometimes think I would rather die than be

George-What, darling! Rather die? his appetite. He was pursued and had Lovely Fancee-Yes; you don't have taken shelter at Mrs. Motte's place, to rehearse half a dozen times for that, on South Santee. She rolled him up you know.

WHAT'S THE USE?

To Pour in Coffee When It Acts as a Vicious Enemy.

Fasters have gone without food for many days at a time but no one can go to the cook about the chickens which without sleep. "For a long time I have were to be dressed for the dragons' not been sleeping well, often lying dinner. He could not bear to be left awake for two or three hours during out, and thrust his head from the carthe night, but now I sleep sound every pet chrysalis, and cried out, "Keep the night and wake up refreshed and vig- giblets for me!"

orous," says a Calif. woman. "Do you know why? It's because I pince caught and carried off, to repent used to drink coffee, but I finally cut it out and began using Postum. Twice since then I have drank coffee and both times I passed a sieepless night, and so I am doubly convinced coffee caused the trouble and Postum re-

moved it. "My brother was in the habit of drinking coffee three times a day. He was troubled with sour stomach and I would often notice him getting soda from the can to relieve the distress in his stomach; lately hardly a day passed without a dose of soda for relief.

"Finally he tried a cup of Postum and liked it so well he gave up coffee and since then has been drinking Postum in its place, and says he has not once been troubled with sour stomach."

Even after this lady's experience with coffee her brother did not susper for a time that coffee was causing his sour stomach, but easily proved it. Coffee is not suspected in thousands of cases just like this, but it's easily

proved. A ten days' trial works wonders. "There's a Reason."

Read the famous little book, "The Road to Wellville," in packages.



EDITORIALS



OPINIONS OF GREAT PAPERS ON IMPORTANT SUBJECTS

MILK, A REMARKABLE FOOD.

R. HENRY DWIGHT CHAPIN gives some absorbingly interesting facts about milk, the article of diet with which everyone is so familiar, "and about which so little is generally known." To quote one passage: "Milk, as is leaves the cow's udder, con-

tains bacteria. If the cow is dirty or there is loose hay around, dust from the cow's bedy and the hay settles in the milk pail, and this dust is swarming with bacteria. As soon as they reach the warm milk they commence to multiply, and in a few hours they may have increased until there are millions to the teaspoonful of milk. It is these bacteria that causes milk to sour, but most of them are not only harmless but positively beneficial. According to Professor Conn, half a teaspoonful of cream which was sour enough to be churned for buttermaking contained 1,360,000,000 bacteria. If bacteria were as harmful as some imagine, no one would be alive, for who has not drunk buttermilk or eaten cottage cheese made from sour milk which contains so many bacteria that few could grasp the numbers contained in a pint of it?

"The bacteria are plants belonging to the same class as yeast and mushrooms. No one is afraid to use yeast in bread-making, or to eat mushrooms, so no one should be afraid to drink milk simply because it contains similar vegetable forms. Sometimes poisonous bacteria get into milk, but the cases of poisoning resulting are, comparatively speaking, rare, and no one need give up drinking milk on this account."-North American Review.

BUSINESS EDUCATION.



N no other field has education in the United States made such marked advance within the last few years as in the direction of commercial knowledge and training. The last two decades were notable for progress in technical and mechanical education. They were the era of the chemist, the electrician

and the civil and mechanical engineer. The era of the man of business has begun.

Commercial schools and business colleges formerly contented themselves with teaching arithmetic, bookkeeping, banking, typewriting, stenography and commercial law. They have been obliged greatly to broaden their scope. In the larger cities the free commercial high schools, the evening schools and the Young Men's Christian Associations, most of which maintain educational departments, find themselves compelled, in deference to popular demand, to establish classes in advertising, salesmanship, real estate, investments and other subjects which reflect the prevalent interest in business. Some of the colleges maintain postgraduate courses for the study of international trade in its broadest aspects, as well as in detail.

In business life itself a change has been going on not unlike that which has taken place in agriculture -a movement toward intensive and systematic cultivation of special fields. This has been fostered by, and in turn has fostered, the invention of countless ingenious "systems" and appliances for filing correspondence, keeping accounts.

WANTED THE GIBLETS.

~~~~~

Revolutionary days in Charleston,

South Carolina. The old ladies used

ish were supposed to be out of the

way, the young fellows would come

home to dance with them. A message

would go to the nearest cousins and

friends, and a supper be cooked. It

might be only rice and bacon, but it

was good to hungry men, declares

Charleston's historian, Mrs. Ravenal.

The dance and the feast would con-

Often these merrymakings were dis-

turbed by the enemy; but there was

always a negro or two on the watch,

and the harsh note of the screech-owl

or the cry of the whippoorwill would

give the alarm. Then "partings in hot

haste," a rush for the horses, a sharp

scaffie, a hot pursuit, and perhaps a

The young men had odd adventures.

One young fellow betrayed himself by

in a carpet, and pushing it against

the wall, told him to keep quiet until

the enemy had gone and she could re-

Unluckily, he heard through the open

The soldiers heard, and he was at

How Clouds and Fogs Differ.

rated from the earth and again partial-

ly condensed in the upper regions of

the air. Fogs differ from clouds only

in one respect—they come in contact

with the surface of the earth while

clouds are elevated above our heads.

When the surface of the earth is

warmer than the lower air the vapor

of the earth, being condensed by the

chill air, becomes mist or fog. But

when the lower air is warmer than the

earth the vapor rises through the air

and becomes cloud. Fog and mist dif-

fer in this respect—that mist is a fine

rain, while fog is vapor not sufficiently

condensed to allow of its precipitation

Succeeded.

"She married him to reform him."

and now he has nothing to spend."-

"Sure! He used to be a spendthrift

You can't correct a mistake by tell-

"Did she succeed?"

ing bow hard you tried.

in drops.

Houston Post.

Clouds are bodies of moisture evapo-

at leisure of his indiscretion.

window his hostess giving directions

prisoner taken.

tinue until the stars grew pale.

to tell with glee how, when the Brit-

There are innumerable stories of

ascertaining costs and attracting customers. It is easier to study business now than ever before, because business is more nearly reduced to a science.

The new education has one great attraction: it fits the young man quickly for a "job," and helps him to get it. This in itself is good. The only danger is that the "job" may come to look like the end to be attained rather than the means by which to attain it. The end is not making a living, but living. One must know business to succeed in it, but one must also know something more than business to make a real success of life.—Youth's Companion.

#### A HIGHWAY OF EMPIRE.



NADA naturally was disappointed in the outcome of the recent Imperial Conference of Colonial Premiers in London, but she has already found in a proposal made in the closing days of the conference partial consolation for the failure of her cherished plans for English preference for colonial

goods. This proposal is for an independent service between England and Australia and New Zealand via Canada. The scheme is chiefly the work of Lord Strathcona and the Honorable Clifford Sifton, and contemplates a highway of empire which would make Canada a halfway house between the motherland and her principal colonies, excepting South Africa. As outlined in the proposals submitted in the last stages of the conference by Premier Laurier, with the concurrence of the governments of Australia and New Zealand, it is proposed to establish with adequate state aid a fast service between English ports and Canada by means of three twenty-fiveknot steamers, which will bring England within four days of Hallfax and eight days of Vancouver. From the latter port an eighteen-knot service is to be established to Australia and New Zealand, and also to China and Japan. The project will involve, it is estimated, a state subsidy of one million pounds sterling annually for ten years .-The Outlook.

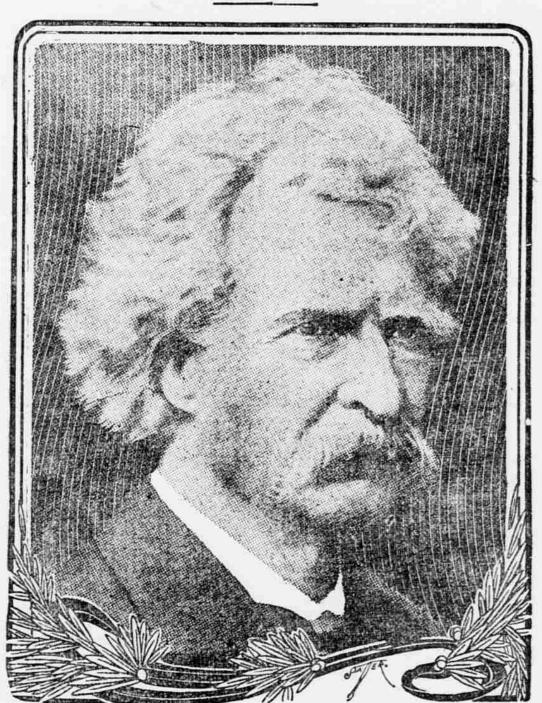
### SANITATION OF SMALL TOWNS.



E hear much of the reduction in the death rate of large cities in recent years, but very little about the improvements of the health of small towns. It is well known that all the infectious diseases claim many less victims in city life than they did twenty-five years ago, and the reason for it is not far

to seek. Cities established departments of health, gave to them ample powers, and then insisted on their being effective if their appropriations were to be continued. The consequence has been that not only has much suffering been spared, but thousands-nay, even hundreds of thousands-of people are now alive who, in the words of one prominent sanitarian, have no business being alive -they would have been dead if the death rate that prevailed twenty years ago still obtained. Had they died their death would have been considered as from the hand of God. We know that their living is the result of the taking of some very simple measures for the prevention of disease.—The Independent.

## MARK TWAIN TO-DAY.



MARK TWAIN'S LATEST PHOTOGRAPH, TAKEN IN ENGLAND.

Here is exactly how Mark Twain, America's greatest humorist, looks today in his seventy-second year. This photograph was taken in England after his arrival there on his recent joky, king-entertaining visit. The hair is three-score-and-twelve, the face 50, the eyes 30, and the spirit, as we all know, boyish.

## THE NEGRITOS.

Barbarous Little People. Belonging as they do to the lowest type of civilization as yet discovered. the Negritos of Malaysia and their ways are well worth studying. Simple. primitive, barbarous little people, their customs are those of prehistoric man. They have no fixed home or settlements, but are wanderers over their mountainous islands, sleeping under a banana leaf, living on herbs and berries and game.

Their marriage ceremony is a unique survival of early life. The suitor and a few companions dance about the shelter of the desired girl. There is a curious resemblance between the dances of the prospective bridegroom and those of many of the game birds of our woodland. Finally the girl, accompanied by her mother, starts toward the dwelling of the young men. They frequently stop, squatting in the trall while the argent suitor and his as effectively as he can trim a hat

companions continue their entreating and bewitching dances, winding round Odd Marriage Ceremony of These and round the girl. Presents are generally demanded and must be given before the reluctant bride will proceed. Finally the women arrive near a steep bamboo platform. A wild shout pierces the air, and the bridegroom, like a frenzied animal, tears through the Negritos assembled at the base of the platform, snatches the bride in his arms and flies up the incline with his mate, where they sit during the wedding feast .- New York Herald.

## A Grammarian.

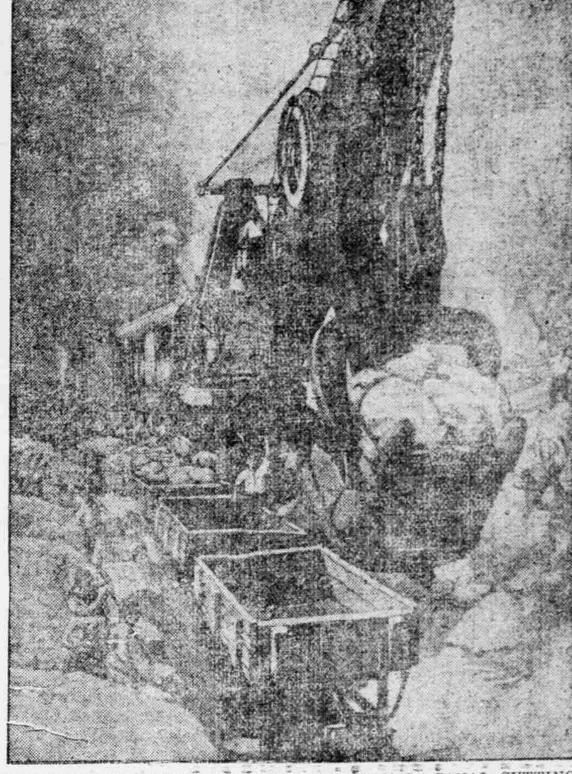
"That horse thief over there is a great stickler for correct English." "He is?"

"Yes. He always finds fault with the sentences."-Cleveland Plain udge's Dealer.

The average man can express his

sympathy for another's sorrow about

EXCAVATING THE PANAMA CANAL.



HUGE "STEAM NAVVY" AT WORK IN A PANAMA CANAL CUTTING.

The Panama Canal is being excavated by means of digging machines having the appearance of mechanical hands armed with steel nails, which tear away nearly a truckload of material at a single effort. A line of "flat cars" is seen waiting for the soil as the arm comes swinging back from the face of the cutting. The sight is a fascinating one to watch.

ment of Agriculture.

Wilson has held the position of Secof the most important of the branches running it. of government. When he became Secon the theory that this was the Little scheme. Father department of the government

scheme.

SECRETARY JAMES WILSON.

globe in search of things. He has developed such an ear that he can hear an apple grow in Thibet; and as soon as he does he dispatches an expedition after it. In Finland they grow alcohol potatoes, immense things, as blg as your head, and no earthly good for eating. Wilson sent after them and had them brought here and naturalized-not to eat, but to get alcohol out of. A year or so back he sent some scientists into the interior of China to get a rare peach, never heard of out of that section, and never heard of in lessly, and never surrenders his opinion most of China-said by legendary sharps to be the original peach that Eve buncoed Adam with, but Wilson did not go after it on account of its good to eat.

Italy, and set the unimaginative farmers of America to raising that highclass product. He fostered the Sumatra leaf tobacco growing industry. It is due to him that the mohair industry has grown to its present proportions. He found that we spend \$24,000,000 a year for mohair, and he couldn't see why mohair could not be raised here. He brought it over, and now we are raising it on a tremendous scale in Arizona and Texas, and men are getting rich on it.

Then he started in on milch goats. His idea was that any poor man who had room enough to keep a couple of goats could raise his own milk supply; and trivial as this seems, it is worth counting to a man who has to figure ap pennies instead of dollars when he looks over his household accounts.

He has started the task of restoring the extinct Morgan horse. The Morgan horse was the highest breed we ever had in this country. Its center of origin and development was New England, particularly Vermont. The civil war took all the Morgan horses into the cavalry, and he - stern emigra- to deteriorate.

STURDY SECRETARY WILSON. | tion which followed the war finished the breed. They got mixed up with Man Who Has Built Up the Depart- others until a pure-bred Morgan horse became unknown and the breed entire-For more than ten years Hon. James | ly disappeared. Wilson took up this task about two years ago. He got a retary of Agriculture and under him | man in Vermont to give 200 acres for the department has grown to be one a Morgan horse farm, and Wilson is

He has also gone in for developing a retary, the department consisted of a distinct breed of American coach horse. few scientists and a couple of roll-top | He has got a place out in Colorado desks and was not seriously regarded where the work is being managed by anywhere. He proceeded at once to one of his scientists, and expects to revolutionize it, his main idea being to produce an extraordinarily handsome protect the home market and grab all breed of horses. George Rommel is the foreign trade he could. He acted the man in general direction of this

Wilson has given a great deal of atand that the development of the in- tention to the problem of corn breeddustry which he represented was his ing, of solving the problem how to get chief concern. While other cabinet of- as much corn as possible on one hill. ficers devote themselves to the routine If a man gets only two or three ears humdrum of their duties, writes a to a hill Wilson regards it as a waste Washington correspondent, Wilson has of productive force, because the total been "projicking" around the whole number of bushels produced is less than it ought to be. He sent out to Illinois and got Shamel, the most distinguished corn breeder in the world, to come east and take charge of this

These are merely a few illustrations of the way in which Secretary Wilson has been playing the Little Father for ten years. His department is now one of the greatest in the government and he has thousands of men under him while his predecessors had scores or

Nobody can do more with Congress than Secretary Wilson. Every year it is announced that expenses are going to be cut down-not on the mavy or army, but on civil expenses, rivers and harbors, postoffices, agriculture and such things. The River and Harbors Committee swears that river and harbor expenses shall not be cut down, and the Postoffice Department throws fits. But Secretary Wilson goes down to the Agricultural Committee, meets blank and hostile faces, and in two hearings has them all won over to his side. Not by blarney, not by rhetoric. By jamming facts into them in his nasal

There are refreshing things about Wilson, in this age of kow-towing to the powers that be. He bends the knee to nobody, not even to Roosevelt. He never antagonizes anybody reckto anybody. And in a fight he is a holy terror. For he fights as craftily as he fights boldly.

Wilson was the man back of the historical value, but because it was great fight on meat inspection consequent upon Upton Sinclair's disclosure He imported macaroni wheat from of the beef-packing horrors. He was back of the Beverldge bill, back of the President's activities; never in the foreground, hardly ever heard of, but continually and remorselessly pushing the packers and their congressional advocates into the background.

## Caution.

Under oath the oil magnate was asked how much he possessed.

"Your honor," he said, "before this outrage goes further I would like to know if there is present any representative of the assessor."

He was assured on this point, and also that newspaper men had been excluded.

"And you ask me how much I am worth?"

"Yes." "I don't know."-Philadelphia Ledger.

#### Reminders. "Is your wife spiteful?"

"The worst ever! She keeps all my old love letters."-Detroit Free Press.

As a rule, when a girl begins to give some thought to her beauty it begins